

Lincoln Electric is the world leader in the engineering, design, and manufacturing of advanced arc welding solutions, automated joining, assembly and cutting systems, plasma and oxy-fuel cutting equipment, and has a leading global position in brazing and soldering alloys. Lincoln is recognized as the Welding Expert™ for its leading materials science, software development, automation engineering, and application expertise, which advance customers' fabrication capabilities to help them build a better world. Headquartered in Cleveland, Ohio, Lincoln Electric is a \$3.8B publicly traded company (NASDAQ:LECO) with over 11,000 employees around the world, with operations in over 71 manufacturing locations in 20 countries.



*You will join the Lincoln Electric Automation Team, which is comprised of passionate people. We offer continuous learning and education opportunities and put emphasis on continued improvement, growth, and career progression. We offer a competitive total compensation package.*

## ABOUT THE ROLE

As **Cutting and Welding Sales Specialist (m/f/d) in Germany**, you will be responsible for the acquisition of new customers and projects for cutting and welding systems. Other key responsibilities include:

- Understanding automation solution that could fix customer needs
- Preparation of the corresponding quotation calculation in consultation with project management and application engineers
- Consulting and presentations at the customer / dealer, checking feasibility (technical implementation) together with the technician and project managers
- Negotiation of all technical, commercial, legal and financial details of a sales contract
- Support of customers during the project and looking at possible follow-up projects
- Clear and close communication with other departments, especially with project management and production, during the project
- Support in the implementation of marketing campaigns
- Cooperation with the sales and marketing departments to implement common goals and coordinate field activities and commercial initiatives
- Take part in sales and consulting meetings
- Cooperation with product management
- Introduction of new products and new technologies

## WHAT WILL YOU BRING TO THE ROLE?

- 5 - 10 years of experience in automation cutting market
- Excellent written and verbal communication skills in English and German
- Experience in an international matrix organization
- Confident handling of MS Office applications and CRM system (SF)
- Technical understanding and technical degree will be really appreciated
- Confident and customer-oriented appearance
- Willingness to travel and flexibility
- Independent way of working in a team

**Interested? Send your CV and application to:**  
[eu-bewerbungenle@lincolnelectric.com](mailto:eu-bewerbungenle@lincolnelectric.com)

## TOP TIER BENEFITS DESIGNED FOR YOU



*Health and wellbeing rewards tailored to support you and your family*



*Short and long-term disability benefits, life insurance*



*Multiple options of extra rewards*



*Competitive paid time off package*

*Lincoln Electric is an Equal Opportunity Employer. We are committed to promoting equal employment opportunity for applicants, without regard to their race, color, national origin, religion, sex (including pregnancy, childbirth, or related medical conditions, including, but not limited to, lactation), sexual orientation, gender identity, age, veteran status, disability, genetic information, and any other category protected by federal, state, or local law.*